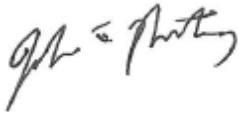


February 21, 2017

To Whom it May Concern:

It is with pleasure that I recommend Cochrane Steel. Procon and Cochrane has worked on several projects over the last few years and have been pleased with their work. Cochrane maintains a high level of integrity, responsibility and dependability on their projects. We value our relationships, both working and personal with Cochrane. Cochrane has been an asset to our project teams and I would not hesitate to use Cochrane on any future projects.

Sincerely,



J.T. Rutrough  
Director of Estimating & Finance  
Procon, Inc.  
[jrutrough@procon-inc.net](mailto:jrutrough@procon-inc.net)